

Dominion Asia Review

A monthly business publication of the



January 2005

Business intelligence for Virginia's Asian American entrepreneurs and economic development communities in the global economy

ASIAN AMERICAN BUSINESS ASSISTANCE CENTER



AABAC/LETTER FROM THE CHAIRMAN

From Richmond to Asia with Love

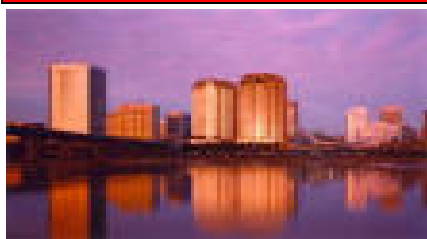
Date: January 6, 2005

Dear friends and business leaders:

An earthquake of magnitude 9.0 unleashed massive tidal waves across South Asia and East Africa on early Sunday morning, 26 December 2004, killing over 151,000 people in twelve countries. Tens of thousands of people are still missing and more than 500,000 people were injured.

Within twenty four hours from the Sunday the massive earthquake hit the Indian Ocean, the Asian American Business Assistance Center (AABAC) has created a humanitarian relief campaign, the ***“From Richmond to Asia with Love”*** emergency fundraising initiative (Phase one) involving AABAC working with the American Red Cross, Greater Richmond Chapter, to help elevate the need for increasing the amount of resources to help victims of the tsunami. Within one week, the AABAC leadership has in turn stepped forward with pledges of more financial assistance for countries devastated by the Indian Ocean tsunami within their own communities and enterprises. So far, the response from organizations, large and small from both public to private sectors, are overwhelming, and AABAC members and supporters are pouring donations to the Red Cross in response to AABAC's call for help, according to Barrett, CEO of the American Red Cross, Greater Richmond Office.

Today I am announcing phase two (2) of AABAC agency's relief efforts: ***“Help the Children”***, a campaign involving AABAC partnering with the Christian Children's Fund (CCF) and educational institutions to encourage students to help the Asian children who had lost their families in the tsunami catastrophe. Each American student will be asked to donate a small contribution to their school which in turn will make direct donation to CCF, an international humanitarian organization dedicated to the development and survival of children worldwide regardless of race, nationality, gender or religion, with US headquarters in Richmond and active projects in 31 countries.



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“Help the Children” recalls the successful fund raising effort by American youth to help scientists raise money for polio treatment and research project back in 1930. By initiating this campaign, the AABAC asserts our association membership’s humanitarian ideals. It is our hope that our genuine concern for tsunami victims and effort to help the children in disaster stricken areas will in turn inspire our youth at helping others in need across the world.

In the meantime, I respectfully request each member of our organization to continue to work hard at your own campaign at your work place, temple, church, mosque, etc. to continue to collect monies within your own communities and send your donation to a reputable relief agency. If your organization would like to partner with Christian Children’s Fund, please contact Mary Arnold, Director of Marketing, at 804-756-2710.

I look forward to hearing from you and wish you a happy, healthy, and prosperous New Year 2005.

With warm regards,

Tinh Duc Phan

AABAC Chairman of the Board of Directors

TSUNAMI RELIEF/PROGRESS REPORT

FROM RICHMOND TO ASIA WITH LOVE RELIEF CAMPAIGN

Initial Rounds of AABAC Tsunami Disaster Relief Campaign 2004-2005



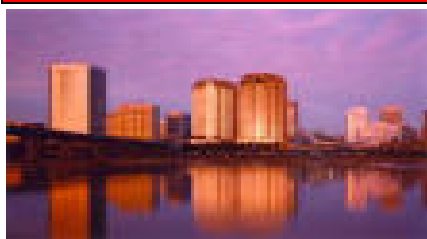
PHASE ONE

AABAC-AMERICAN RED CROSS PARTNERSHIP

As part of the global relief effort, the Asian American Business Assistance Center has established a partnership with the American Red Cross/Greater Richmond to encourage everyone to donate directly to the Red Cross. Donations can be made to: American Red Cross, P. O. Box 27006, Richmond, VA 23261. Please designate the check for: “International Response Fund”.

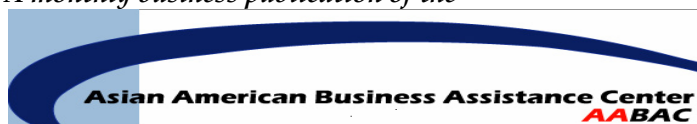
DONATE NOW: greaterrichmond.redcross.org





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PHASE TWO

AABAC-CHRISTIAN CHILDREN'S FUND PARTNERSHIP CREATES "HELP THE CHILDREN" CAMPAIGN

AABAC has formed a partnership with Christian Children's Funds in Richmond to help raise funds for Tsunami victims. As a result of this partnership, the AABAC is now launching "*Help the Children*", a relief campaign to encourage students to help the Asian children who had lost their families in the tsunami catastrophe. AABAC will partner with educational institutions and will ask American students to donate a small contribution to their school which in turn will make direct donation to Christian Children's Fund (CCF), an international humanitarian organization dedicated to the development and survival of children worldwide regardless of race, nationality, gender or religion, with US headquarters in Richmond and active projects in 31 countries. **DONATE NOW:** <http://www.christianchildrensfund.org/donate/appeal.aspx>

Children in Tsunami-affected countries: Quick Facts

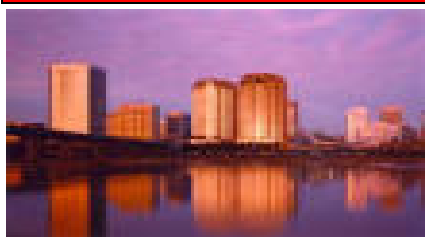
Country in sub-region	Total population	Persons under 18	% of population under 18
Bangladesh	146,736	65,342	45%
India	1,065,462	414,965	39%
Indonesia	219,883	77,966	35%
Maldives	318	158	50%
Myanmar	49,485	18,759	38%
Somalia	9,890	5,401	55%
Sri Lanka	19,065	5,734	30%
Thailand	62,833	19,183	31%
<u>Source:</u>	<u>1,575,672</u>	<u>607,508</u>	<u>39%</u>

As shown in the chart below, because children under 18 years of age represent 39 percent of the overall population of the eight hardest-hit Asian countries, they represent the largest proportion of casualties. Source: UNICEF

PHASE THREE

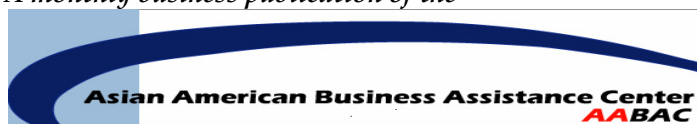
AABAC RELIEF ALLIANCE

The AABAC Relief Alliance is an unprecedented coalition of businesses and community based organizations throughout Virginia. The goal is to create a platform for the community to collaborate on not only helping victims of the tsunami disaster but also to help AABAC raise the awareness about the long-term economic re-development needs of the affected areas in South Asia. Members of the AABAC Relief Alliance include organizations such as the Ambassador program of the Virginia Chamber of Commerce, the Society for Indonesian-Americans (SIA), and the Metropolitan Business League. The AABAC also plans to expand our relief alliance with other established Asian chambers of Commerce in areas outside of the Richmond area such as the Chesapeake-based Asian Pacific American Chamber of Commerce.



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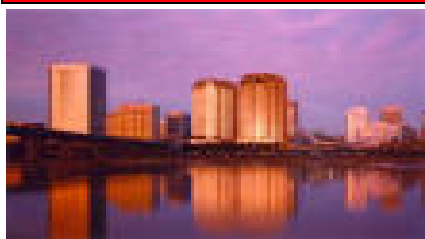
The two main objectives of the Alliance are to continue to help raise the money to help victims of the tsunami earthquake rebuild their lives in South Asia and to collaborate with the communities on the challenge for the months and years ahead to help the 5 millions living in the affected regions in helping rebuild the economy of the affected regions in Asia.

The unity of the Alliance is the anchor behind the strength of AABAC humanitarian and economic development effort. The Alliance Chairman oversees the work of the AABAC Executive Committee which implements AABAC relief efforts.

RELIEF ALLIANCE: ACTIVITIES HIGHLIGHTS

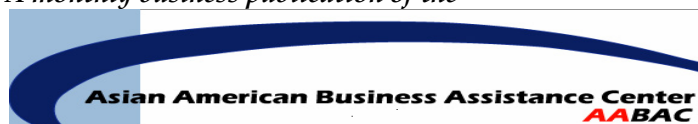
The AABAC community has stepped forward with pledges of more financial assistance for countries devastated by the tsunami disaster. Here is a highlight of some activities conducted by AABAC relief campaign supporters. These individuals represent organizations within the AABAC Tsunami Relief Alliance who have conducted their own network of activities in response to AABAC emergency call for region wide community actions to help victims of the disaster.

AABAC Leadership	Representing	Examples of Relief activity
Oliver Singleton	Metro Business League Minority/ Business Community	Membership awareness
Virginia La Voz Newspaper	Hispanic Community at large	Readership / community awareness
Dale Cannady	Suntrust Bank and the Banking community	Community relief awareness promotion efforts / Suntrust employees gifts donation matching program
Richmond Association for Business Economics Jackie Hudson and Billy Kinsey	Richmond Association for Business Economics	Membership and community awareness- fund raising –relief efforts
Zeistina Khan	Society for Indonesian-Americans and the Indonesian community	Indonesian and other Asian community awareness
Buddy Quimpo	Filipino Community and church	Filipino community awareness – Relief campaign
Richmond Export-Import Club	International Trade communities	Transportation industry and membership campaign awareness
Ruben Sanchez	Capital One Supply Chain Dept.	Soliciting support for AABAC's campaign from Capital One's Community Affairs
Charlie Meacham	St Mary Church	Soliciting support for AABAC's campaign
Dr. Sam Hancock	Virginia Chamber of Commerce State Business Service Organization	Virginia Chamber of Commerce's Ambassador Program Chamber leadership and membership awareness



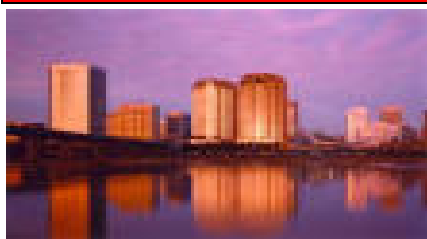
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Irene Wong	The Chinese community and the Pakistani Association	Corporate and Chinese and Pakistani community awareness – Individual relief raising activities
American Red Cross	International Relief organization	Direct Fund raising
Christian Children's Fund	International Christian Relief organization	Direct Fund raising
Theresa Duke	All Souls Episcopal Church	Congregation/community awareness of AABAC relief campaign
My Lan Tran	Chinese and Vietnamese communities	Buddhist temple congregation relief awareness
Adish Jain	Indian community	Indian and Asian community relief awareness
Tinh Phan	Vietnamese community and various religious communities	Community and congregations fund raising awareness
Soumitra Baneerjee	Indian community Bangali community	AABAC relief awareness/ Indian community awareness
Dr. Kajal Kapur	Indian community	AABAC relief awareness/ Indian community awareness in Charlottesville area
Chin Suk Henshaw	Korean community	AABAC relief awareness/ Korean community awareness
Dr. Tom Cosse	Robins School of Business	University student relief program participation
Dr. Frank Song	Virginia Health Quality Center	Community and corporate awareness
Mark Weiss	Hanover County/Economic Development Department	AABAC relief program awareness
Monica Esparza	Virginia Department of Transportation	Agency wide relief awareness campaign
Ray Boone	Richmond Free Press	Company and readership wide relief awareness promotion



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Barbara Garner	Richmond Area Association for Retarded Citizens	Agency wide relief awareness and donation to Red Cross
Dr. Terry Weisenberger	St Mary Church	Community awareness
Ahsan Qereshi	Pakistani American Association	Association relief program awareness
Robert Colorina	Asian Pacific Asian Business Communities / Asian Pacific American Chamber of Commerce Hampton Roads area	Asian community wide relief awareness and donation
Linda Fox	Bed & Breakfast Company	Congregation relief campaign awareness
The Honorable John Gordon	Hanover County	County government and community relief effort awareness
AABAC and APACC	Asian Pacific American Chamber of Commerce (APACC) And Asian American Business Assistance Center (AABAC)	Relief Coalition efforts to help maximize relief efforts for the American Red Cross

AABAC/ON AIR

Richmond Indie Radio Introduces New Weekly Asian Radio Programming: Asia Speaks with Margaret Tchen Every Wednesdays on WRIR 97.3 FM

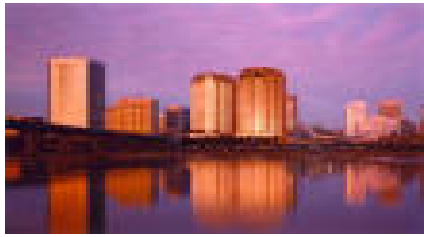


ONE ON ONE WITH MARGARET TCHEN

Asia Speaks is a new half hour radio program devoted to the Asian Pacific Islander communities residing in the Greater Richmond area. It is a meeting point for the Greater Richmond community to establish relationship with culturally diversified Asian American communities and for the Asian communities to be kept abreast of critical resources made available to them.

Through the sponsorship of Indie Radio and its underwriters, *Asia Speaks* program helps reinforce the concept of valuing diversity and community partnership in the Richmond through a dynamic and live interactive talk show program conducted in English and in up to ten languages spoken by over Asian communities in Greater Richmond. It offers an efficient platform to share critical community resources to the Asian American communities at large, and to each of the individual Asian community.

Indie Radio is a non profit organization. It is a locally owned organization representing a fresh new voice in the Greater Richmond area. It has just been on air on January 1st, 2005 and is broadcasted on WRIR 93.7 FM. It features music, live



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programs featuring anchors hosting live shows. It has a full range of news, views, information, and local events.

Asia Speaks had its debut on Wednesday January 5, 2005 featuring **Zeistina Khan**, of the Indonesian community in Central Virginia, and a board member of the Asian American Business Assistance Center. The program also featured **Abbas Taghavi** of the Iranian community. Both guests addressed the current effects the tsunami disaster had in Indonesia. *Asia Speaks'* program anchor is **Margaret Tchen** from the Chinese community.

So tune in WRIR every Wednesday from 12:30 pm until 1:00 pm (a great way to enjoy your lunch times) to hear more news about the Asian community. Next week (Wednesday, January 12, 2005 from 12:30-1:00 pm) guests include **Tinh Duc Phan**, Chairman of the Asian American Business Assistance Center (AABAC) and **Kathleen Burke Barrett**, CEO of the American Red Cross. Topic: From Richmond to Asia with Love tsunami relief campaign.

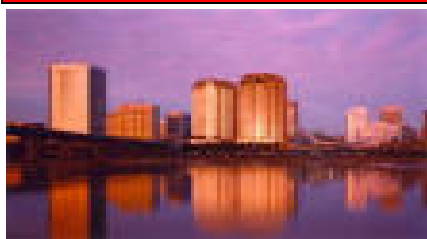
CENSUS/SPECIAL REPORT

We the People: Asians in the United States

The Census Bureau has released a new study based on the 2000 US Census data, "**We The People: Asians in the United States: Census 2000 Special Report**" (Released December 17, 2004). This report provides a snapshot portrait of the Asian population, the fastest growing immigrant community in the United States. The report describes the characteristics of the eleven largest subgroups of the Asian population in the US. The Asian group comprises 11.9 million or 4.2% of the total US population. The report finds that Asian groups are the best-educated and highest-earning people among all major ethnic groups in the United States, including native-born Americans.

Data characteristics at a Glance:

- **Nativity and Citizenship:** More than 69 percent of all Asians are foreign born. However, only 40 percent of Japanese Americans are foreign born, compared with 75 percent each for Koreans, Indians, Pakistanis, and Thais. Most immigrants entered the US after 1990, marking the '90s as the boom decade for Asian immigration.
- **Languages used at home:** Four-fifths of Asians spoke a language other than English at home. Three-fifths spoke English "very well."
- **Education Attainment:** A higher proportion of Asians (44 percent) than of the total population (24 percent) had earned at least a bachelor's degree. Asian Indians had the highest percentage with a bachelor's degree, about 64 percent; Japanese had the highest proportion (91 percent) with at least a high school education.
- **Types of Occupations:** About 45 percent of Asians were employed in management, professional, and related occupations, compared with 34 percent of the total population.
- **Employment and Earnings:** Asian men and women, who worked year-round, full-time had higher median earnings than all men and women.
- **Median Annual Income:** of Asian families was higher than the median of all families.



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AABAC PARTNERSHIP HIGHLIGHT

Introducing: The Richmond Association for Business Economics (RABE)



About RABE

The Richmond Association for Business Economics (RABE), AABAC's strategic partner was founded in 1984, to bring together from all areas of business, throughout the Metro Richmond area individuals. RABE members meet about five times each year to discuss issues of common interest, share experiences and ideas, highlight the contributions that business economics can make in the workplace, and to promote research and further study of economic issues, as they relate to public policy.

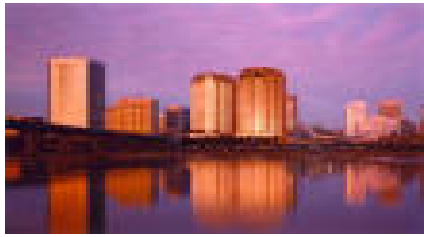
Membership

Membership in RABE is open to anyone with an active interest in the field of business economics. RABE members include industry analysts, consultants, research economists, real estate professionals, college/university and secondary-school educators, central bankers, economic developers, government officials, investment brokers, and corporate planners. RABE has members from throughout the Metro Richmond area and elsewhere in Virginia.

Meetings

RABE members get together about five times each year for a luncheon meeting and presentation on a topic of interest to business leaders. Members meet in downtown Richmond, at the Federal Reserve Bank. Past speakers have included key decision-makers from government and private industry, such as Dr. Gene Huang, Chief Economist of FedEx, John Sternlicht, Deputy Secretary of Commerce and Trade, Virginia and General Counsel and Legislative Director for the Virginia Economic Development Partnership, William H. Baxter, CAE, President and Chief Executive Officer, Retail Merchants Association of Greater Richmond;

John M. Bennett, Secretary of Finance, Virginia, Dr. Neil Murphy, Professor of Finance, Virginia Commonwealth University, Ken Gassman, Consumer and Retailing Analyst, and Dr. Micheal Sesnowitz, Dean, Virginia Commonwealth University School of Business.



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Officers

- President, **Jackie Hudson**, Virginia Employment Commission
- 1st Vice-President, **Andrea Holland**, Federal Reserve Bank of Richmond
- 2nd Vice-President, **Scott Redmond**, Capital Management Group
- Secretary, **Raj Chandrasekaran**, Student, VCU
- Treasurer, **Ann Battle**, Virginia Economic Development Partnership

How do you become a RABE member?

For membership details, please contact RABE by email, through its web site or by writing to: RABE, P.O. Box 2382, Richmond, Virginia 23218. Webpage: www.rabeva.org, Attention to: Jackie Hudson, President, Jackie.Hudson@vec.virginia.gov

AABAC/INTERNATIONAL BUSINESS SERVICES

AABC Helps Businesses Simplify Their Best Export Market and Site Selection Research Objectives



Hanover County, Virginia. The Asian American Business Center (AABAC) proudly announces that our international business research team has been hard at work to create an in-house international business research capabilities system.

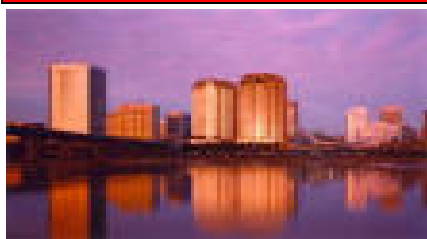
AABAC as an Asian Business Resources Clearinghouse in Central Virginia Helping Asian Companies Gain Access to Research Information and Business Counseling

Positioned as a critical Asian Business Data Clearing House within the Asian American communities in Central Virginia, AABAC market research capabilities include market research assistance and referrals to appropriate government and private business assistance agencies.

To fulfill this mission, AABAC focuses on continuing to develop strategic partnership with trade associations and business councils in the U S and in selected Asian countries and collecting information about Asian American Entrepreneurship.

Helping Worldwide Corporations Understand about the State of Asian Entrepreneurship in Virginia

- We gather and analyze statistics on Asian American demographic growth trends by region and sub-ethnic groups.



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- We collect other advanced studies about Asian American owned businesses and population from leading business schools in colleges and universities throughout the United States.

Helping Asian American Exporters identify Best World/Asian Export Markets

1. AABAC business development specialists will help Asian American exporters identify best Asian Pacific (and Oceania) export markets by product and service category.
2. We work with the following agencies:
 - The US Department of Commerce/International Trade Administration
 - US Small Business Administration
 - US Department of Agriculture
 - Virginia Department of Agriculture
 - US Customs/Homeland Security
 - The Association of Southeast Asian Nations (ASEAN)
 - The Organization of Women in International Trade
 - Selected countries and embassies and consulates in Asia, the US, and worldwide
 - The United States-Asia Environmental Partnership (US-AEP)
 - The Asia Pacific Economic Corporation (APEC)
 - Non-governmental organizations (NGOs)
 - Asian Development Bank (ADB)
 - The World Bank
 - The World Trade Organization (WTO)
 - The International Monetary Fund (IMF)
 - The Overseas Private Investment Corporation (OPIC)

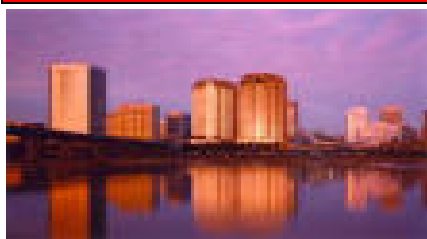
Answering Your Questions about Exporting and Importing

Export issues

- Where are the best Asian export markets for Virginia companies
- US Department of Commerce's trade research resources
- USDOC sponsored trade shows and trade missions
- How to develop an export development plan
- Trade capital financing resources referrals

Import issues

- Where to locate best markets for importing your products
- INCO Terms: Definitions
- How to identify qualified customs brokers, and
- Information on border security issues for importers



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Providing Asian Pacific Firms with Information about Business Development and Training Resources

AABAC has a comprehensive listing of institutions handling:

1. Professional licensing, taxes, franchising, and supply diversity trends.
2. Critical labor market resources and information.
3. 2004 database of venture capital resources in Virginia (public and private sectors).
4. 2004 US headquarters database.

AABAC as Management Consultant to Global Corporations: Trade and Investment Special Projects

AABAC helps corporations with site selections issues. We help global corporations assess the industrial capabilities of the Asian American supply chain as part of their site selection efforts in Virginia.

AABAC international business consulting capabilities include:

1. Assessing Asian American vendors capabilities by industry sectors
2. Surveying Asian American consumer behaviors
3. Identifying specific diversity business issues.
4. Implementing multicultural research projects for universities
5. And other site selection issues pertaining to the Asian Pacific Affairs demographics and Asian export markets.

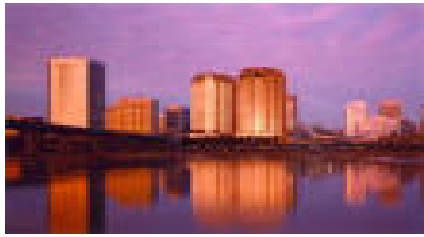
AABAC has over 100 members including Asian American businesses from the engineering, information technology, and scientific, manufacturing, professional services; legal, insurance, financial/banking, and retail sectors.

This network of Asian American business owners form a highly qualified workforce network that contributes to the distinct competitive economic development advantage for Central Virginia as an attractive and friendly place to do business.

Our Professional Expertise Is Your Business Success

1. To ensure that you receive the highest quality business research information to help you start and grow your business, our international business development specialist from Vietnam, China, Korea, Japan, and the Philippines have participated in several community projects that result in our ability to provide timely research assistance.
2. Our seasoned research team includes certified international trade specialists, economist/researchers, and business students from top Virginia colleges and our strategic partners from all sectors: Accounting and financial, legal, export and import businesses, training, supply chain management, and manufacturing who understand the complex demands of your market research needs.

To obtain details about the above services, please contact: AABAC Business Development Specialist at aabac@comcast.net



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BUSINESS DIVERSITY

Secretary Of Labor Elaine L. Chao on Creating Opportunities for The Asian Pacific American Community



As the first American woman of Asian descent to be in a US President's Cabinet, Secretary of Labor Elaine L. Chao has always stated her commitment and strong ties to this community. Under her leadership, the United States Department of Labor (DOL) has made significant contributions to the advancement of the Asian Pacific American (APA) community through its human capital program, enforcement priorities, compliance assistance efforts and partnership activities.

Opening doors to Asian Pacific Americans at the highest levels of government

Secretary Chao is the first Chinese-American, and first Asian American woman, to be appointed to the Cabinet. She has appointed more Asian Pacific Americans to positions at the Department of Labor than any other Cabinet Secretary.

Helping Asian Pacific Americans overcome challenges and more fully participate in the American Dream

To help Asian Pacific Americans recover from the September 11 attacks, the Administration awarded a \$1 million grant to dislocated workers in the Chinatown community in New York City. A \$584,700 grant in Georgia assisted workers who had been laid off from manufacturing closures. Many recipients are Thai and Korean Americans with limited English abilities.

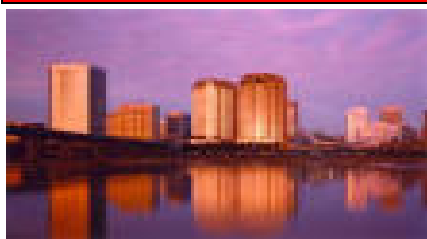
Helping Asian Pacific American workers and employers understand their rights and obligations

The Rapid Employee Assistance in Chinese Hotline, or REACH, is a Chinese language hotline in New York City for workers with questions about their pay. Chinese-speaking Department of Labor Wage and Hour staff answers a help number (212-264-4175) Monday through Friday. Along with the hotline, 39 Chinese employment agencies serving the New York City area are providing job seekers with information regarding their rights under the Fair Labor Standard Act (FLSA) in Chinese, reinforced through posters and wallet-sized cards.

Fighting discrimination in low-wage industries with chronic violations, where large numbers of immigrant workers, including Asian Pacific Americans, are employed

Secretary Chao hosted the second Opportunity Conference on October 12, 2004. The conference drew over 1,200 attendees from across the nation and focused on how Asian Pacific Americans and Hispanics will continue to play leadership roles in the American economy. The full-day conference was designed to inform small business owners, non-profit and faith based organizations and community leaders about the many opportunities available to them.

Source: US Department of Labor



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CAREER CORNER/AABAC



Creating opportunities for the growing Asian Pacific American community

To foster a new generation of leaders and promote diversity in the workforce, AABAC established a comprehensive *internship and mentoring program* that has benefited five (5) university students from the University of Richmond and Virginia Commonwealth University, three (3) of which are Asian Pacific Americans from Korea, Japan, and the Philippines. Annually, AABAC visits colleges and universities to recruit Asian Pacific American interns and to promote business management careers and the important role of personal leadership and community service in action.

CAREERNET

CareerNet is the AABAC's newest career advisory network pilot initiative designed to assist professionals, AABAC members, and prospective members in their career search or career exploration planning. How can AABAC members participate?

Businesses: We are looking for companies of all sizes and industries that need to fill positions in all career fields. Post a job for free and let AABAC help you match your business with quality candidates!

Job Seekers: Send us a copy of your vitae and we will help post your technical expertise or credentials in our monthly newsletter. AABAC career coaches will also advise you on the skills necessary to enter your field, current trends, job market outlook, objective interviewing advice, and tips on a successful transition from one field to another. Write to aabac@comcast.net to get started!

This Month Posting: Position Wanted

SUMMARY

A creative, high energy and detail oriented marketing professional with over five years of experience in product development. Proven ability to effectively communicate project status to all levels of internal operations, customers and vendors. Ability to motivate others to consistently produce quality results and able to complete multiple tasks simultaneously.

PROFESSIONAL EXPERIENCE

Photography Consultant

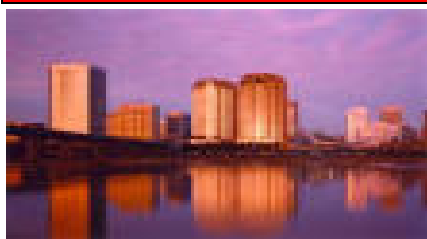
10/2004-PRESENT

THE CAREER NETWORK, INC., Richmond, VA
Temporary Office Assistant

11/2004

FUJI HUNT PHOTOGRAPHIC CHEMICALS, INC., Allendale, NJ

1997-1/2004



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Product Manager, Digital Products

2001-1/2004

Product Administrator, Digital Products

2000-2001

- Successfully launched the digital products line resulting in \$1.2M in sales during the first two years.
- Acted as liaison with the Fuji Photo Film headquarters staff in Japan regarding future product development; negotiated product imports from Japan and Belgium.
- Trained the internal sales team and support staff on all digital products and software through presentations, manuals and sales material.
- Created comprehensive marketing materials, sales brochures, web based content and price schedules for the digital products line.
- Coordinated all aspects of more than 30 tradeshows and road shows, including contract negotiations and product transportation for digital products.

Technical Representative, Marketing Services

1997-2000

- Served as single point of contact on Fuji Hunt photo chemicals hotline.
- Created and maintained technical bulletins for photographic chemical products; maintained and updated related support materials.

KONICA MINOLTA PHOTO IMAGING U.S.A., INC., Mahwah, NJ

1994-1997

(Formerly KONICA U.S.A., INC., Englewood Cliffs, NJ and KONICA QUALITY PHOTO EAST, Richmond, VA)

Technical Service Engineer

1995-1997

- Analyzed and assisted customers' with chemical and mechanical problems.
- Researched and resolved 100% of the consumer film complaints due to manufacturing issues.
- Coordinated, tested and analyzed field results of sensitized products.
- Prepared training support materials for office and field personnel.
- Wrote technical bulletins and chemical changes for the end user.

Specialties Lead

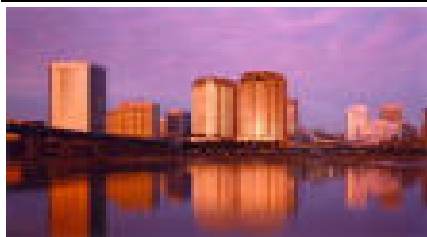
1994-1995

- Effectively supervised 15 employees in specialty enlargements department.
- Organized and scheduled department production/workflow ensuring productivity goals were met.
- Performed employee evaluations and reviews for department.
- Maintained quality control standards for photographic print developing.

EDUCATION

B.S., Major: Photo Systems Management; Minor: Communication, Rochester Institute of Technology, Rochester, NY, 1994

CONTACT: C/o Executive Director, Asian American Business Assistance Center at Email: aabac@comcast.net



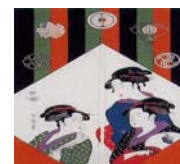
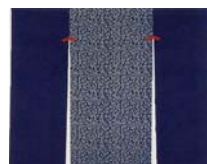
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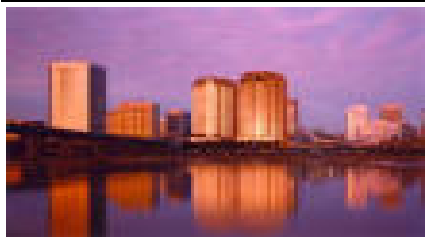
January 2005

AABAC EVENTS



JULY 2004 TO DECEMBER 2004

<u>Date</u>	<u>Times</u>	<u>Venue</u>	<u>Activity</u>	<u>Sponsorship Status</u>
28-Jul	2-4 pm	Virginia Union University	Contract Management Techniques	AABAC Seminar co-sponsorship
4-Aug	11-3pm	Virginia State Library	Second GSA Pre-proposal Conference Sub-contractor Networking Session	Conference attendance
10-Aug	5-7 pm	VCU School of Business	RABE Special program: VCU Business School Expansion	Workshop attendance
12-Aug	5-7 pm	Omni Hotel	The Clark Construction Group's Business Fair Federal Courthouse	Trade fair attendance
24-Aug	2-4 pm	Mekong restaurant	SBA PROGRAMS: 8A - HUBzones - SDB	AABAC Seminar sponsorship
26-Aug	1:30-3:30 pm	Mekong restaurant	AABAC General Board Meeting	AABAC's Leadership Cadre Introduction
24-Sept	2-4 pm	Mekong restaurant	State / Federal Minority Business Certification	AABAC Seminar sponsorship
23-Sept	9am-5pm	Convention Center	BizLink	Trade show attendance



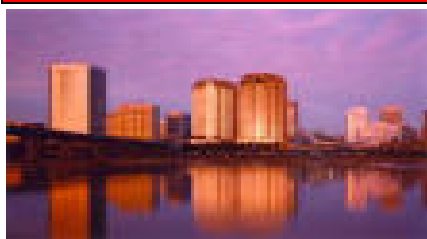
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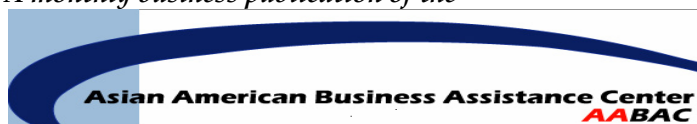
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23-Sept	11am -1pm	Mekong Restaurant	AABAC Business Networking	AABAC Seminar sponsorship
6-Oct	8:45am-4 pm	Greater Richmond Conference Center	VDOT's Diversity Procurement Conference: "Bridging the Gap"	AABAC Conference exhibition
6-8 Oct	9am - 4 pm	Norfolk Marriott Waterside	Conference on World Trade	Event attendance
14-Oct	11:00 am -1:pm	Mekong Restaurant	Using the Media for your Business Advantage Featuring FOX / Verizon	AABAC Seminar
16-22 Oct	9am-5pm	Shijiazhuang, Hebei Province, China	Business conference & Symposium	AABAC exhibition
27-Oct	11:30am-1pm	The Downtown Club	Richmond Export Import Club International Trade Luncheon	Event attendance
30-Oct	10 am - 2 pm	Maggie Walker School	READ CENTER 4 TH Annual Fair	AABAC Exhibition
13-Nov	10 am – 3 pm	17 th Street Farmer's Market	Brunswick Stew Festival Community Fair	AABAC Exhibition
18-Nov	5:30pm-8:30pm	Wyndham Hotel	Richmond Export Import Club 4 th Annual Business Networking Night	Event co-sponsorship
1-Dec	10 am -12 pm	Mekong Restaurant	Supplier Training: How to Do Business with the City	AABAC sponsored event
3-Dec	5 pm – 9 pm	17 th St. Farmer's Market	Holiday Fair	AABAC Event Exhibition
11-Dec	3 pm – 7 pm	5 th Annual Grand Illumination	Illumination Event	AABAC Event Exhibition



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JANUARY TO MARCH 2005

<u>Date</u>	<u>Times</u>	<u>Venue</u>	<u>Event Name</u>	<u>Participation Status</u>
ALL YEAR	24 Hrs/day	AABAC American Red Cross Christian Children Funds	"From Richmond to Asia with Love" "Help The Children"	AABAC Relief Alliance
Jan 14 2005	9AM -3PM	The MBL	Annual Metropolitan Business League	Trade Exhibition
Feb 17 2005	10 AM - 3 PM	Hyperlink Restaurant	AABAC Capital Access Forum 2005	AABAC
Feb 18 2005	6:30- 8:30 PM	TBD	First Annual Asian Business Cultural Dinner	AABAC
Feb 2005	TBD	TBD	Business Sunday school / Module 1: How to Start a Business for Beginners	AABAC
Feb 2005	TBD	TBD	First Annual Asian Business Cultural Dinner	TBD
March 2005	TBD	TBD	Supplier Training: How to Do Business With the Federal Government	AABAC sponsored event

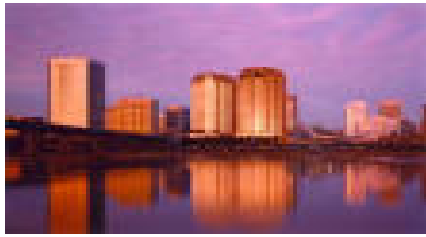
OTHER EVENTS

Richmond Metro Chapter National Association of Purchasing Management-Virginia, Inc. Professional Development Luncheon Event

Date: Wednesday January 12th, 2005. **Registration & Lunch:** 11:30 AM. Program: at Noon. Location: Circuit City, 9950 Mayland Dr., Deep Run 1 Building, Richmond.

Program: *Six Sigma in Purchasing: How to effectively apply the Quality Six Sigma methodology in a Purchasing Organization.* Various Six Sigma Tools will be discussed.

Speaker: Dr. Rick Hepp, Genworth Financial, Quality Leader for Training & Certification. Dr. Hepp has 15 years of Quality experience at Genworth, formerly GE Financial, in Sourcing & Operations Management. He is a Six Sigma Quality Trainer and Facilitator, and is a Master Black Belt. Cost: \$15.00 members / \$20 non-members. **Contact** NITA DEWEY (804-819-6016) or email nita.dewey@suntrust.com. Reservations must be received by 5:00 PM, 1/7, and are a commitment to pay.



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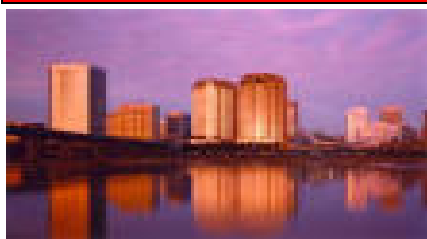
AABAC



Proudly announces our future website:

www.aabac.org

This site is under construction



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AABAC PROGRAMS AND SERVICES

ASIAN AMERICAN BUSINESS ASSISTANCE CENTER

MEMBERSHIP REGISTRATION FORM

Last: _____

First: _____ Mi _____

Title: _____

Company or organization Name: _____

City: _____ State: _____

Zip: _____ Tel: _____

Fax: _____

Email: _____

Web address: _____

Of employees: _____ Ethnic background:
(optional) _____

MEMBERSHIP: CHECK (X) AT BELOW BOX:

____ Benefactor: \$3000.00.

____ Corporation/Organization over 300 employees:
\$US 2000.00.

____ Corporation/Organization with 200-299 employees:
\$US 1000.00.

____ Corporation/Organization with 100-199 employees:
\$US 500.00.

____ Corporation/Organization with 51-99 employees:
\$US 250.00.

____ Corporation/Organization with 26-50 employees:
\$US 125.00.

____ Small Business/Organization with 1-25 employees:
FREE.

____ Student: FREE.

____ All Non-profit organization: FREE.

CHECK (X) FOR FREE NEWSLETTER SUBSCRIPTION

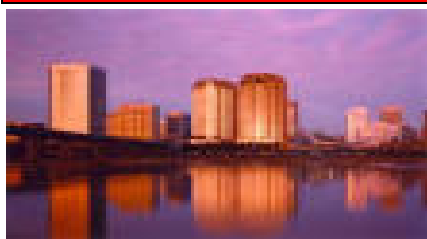
____ **FREE Subscription to DOMINION ASIA REVIEW.**

AABAC

PROGRAMS AND SERVICES

As Members, you will have direct access to:

1. Networking opportunities with corporate America, government buyers, and other Asian American business owners in Virginia.
2. Monthly Asian business newsletter: The Dominion Asia Review with diversity business reports and data.
3. Assistance with identifying financing, bonding, and insurance options.
4. Referrals to private/public contract and procurement opportunities.
5. Technical assistance, procurement seminars, diversity business roundtables, contract management issues, minority business certifications, and access to long/short-term industry training events.
6. Export - Import resources and referrals.
7. Matchmaking events for both domestic and international.
8. Business intelligence and resources.
9. Counseling services for immigrants as small businesses facing language barriers and unfamiliarity with the American way of doing business.
10. Referrals to English as a Second Language classes.



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Access to Capital Forum for the Asian American Entrepreneurs



THURSDAY FEBRUARY 17, 2005

HYPERLINK RESTAURANT

Thursday, February 17, 2005 * From 9 AM to 3 PM

In the Fan at 814 West Grace Street, Richmond, VA

**Offering Central Virginia's Asian American Owned Firms
a comprehensive menu of all available capital financing options & resources
in the region**

Forum Objective

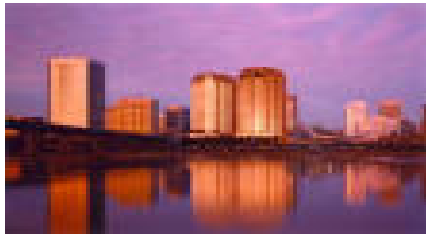
**To advance Virginia Asian American entrepreneurship by putting Asian American businesses
in touch with key capital providers from the region.**

Who Should Attend / Exhibit

**Entrepreneurs looking for capital resources to grow their business
Small start-up businesses
Technology entrepreneur looking to raise capital
Capital providers
Federal, state, local research centers
Anyone interested in advancing Asian entrepreneurship in Virginia**

To The Capital Providers

**To all organizations which had expressed an interest to be exhibitors, thank you for your enthusiastic interest!
We will be keeping in touch promptly about planning details for this event.**



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**Join the Asian American Business Assistance Center
for our first Annual Business Cultural Dinner**

Asia Night

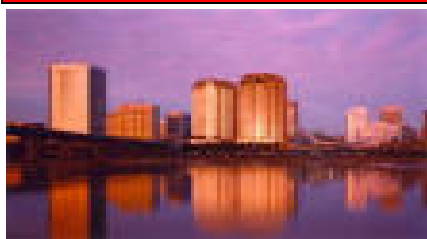
Friday February 18, 2005

5:30pm to 8:30 pm

Location: Richmond, Virginia, USA (To be announced)



Celebrating a New Beginning in Various Asian Cultures

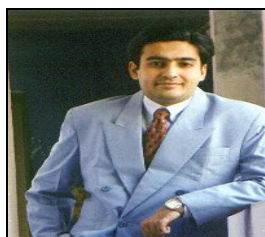


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Readership

To receive an electronic courtesy copy of the DOMINION ASIA REVIEW, please fill out the form below and send to the AABAC headquarter at address: 14214 Washington Hwy, Ashland, Virginia 23005.
Tel: 804-798-3975 - Fax: 804-798-1164- Email: aabac@comcast.net

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Managing Editor: Margaret Tchen

Monthly publication serving the needs of Asian Pacific Americans in Central Virginia and individuals and organizations interested in Asian affairs. We address issues that impact the Asian American business community: economy, trade/investment, procurement, workforce development, and science/technology.